



2023 RETURNABLE TERMS OF SALE 2024 CALENDARS

Applicable to All Qualifying Bookstore Retailers

The Following HBG and Distributed Publishers, including all their Imprints, are covered by these sales terms

Published Lines and their Imprints: Grand Central Publishing, Little, Brown, Little, Brown Books for Young Readers, Hachette Nashville (Center Street, Faith Words, Windblown Media, and Worthy), Orbit, Hachette Audio, Perseus (Hachette Books, Avalon Travel, Basic Books, Public Affairs, and Running Press) and Workman (Algonquin, Algonquin Young Reader Storey, Timber, Workman Adult and Workman Young Readers).

Distributed Lines: Hachette UK, Mobius, Yen Press, Kids Can Press, Octopus, Lonely Planet, The Experiment, Familius and Nosy Crow.

How to Order:

For all Product:

Telephone: 800-759-0190

Fax : 800-286-9471

E-mail : order.desk@hbgusa.com

Mail:

Hachette Book Group
Order Dept.
185 N. Mt. Zion Rd.
Lebanon, IN 46052

HBG supports ordering via EDI, EDI through Edelweiss, Pubnet, PubEasy, and IBID.

Freight and Shipping Minimums

Unless otherwise noted under "discounts" all titles ship free freight on outgoing orders if the shipping minimums are met.

The shipping minimum is \$150 invoice value.

Carrier and standard routing determined by HBG.

Shipments that do not meet the minimum will be held and combined with other orders until the minimum is met.

Customer may choose to set a timeframe in which HBG will either cancel the order or ship the order with a freight charge.

Payment Terms

Invoices due December 1st, 2023

Base Discount

1-999 units - 55%

1,000 or more units – 60%

Free Freight

Markdown and Affidavit Return Policy

Markdown is available to customers who buy calendars on a Returnable basis.

Markdown Credits:

- For product sold after 12/26/23 through 2/15/24, credit equal to 50% from cost.
- For all products sold from 2/16/24 through 3/31/24, HBG will credit 75% from cost.
- Proof of sales must be received by 4/30/24

Affidavit Return Calendar Option only:

All returnable Calendar purchases qualify for affidavit returns. This affidavit option does not carry over to any other products purchased. Affidavit return is a paper transaction that acts as a return of calendars without a physical return. **Note: An authorized officer of the company must sign the Affidavit Certificate provided by HBG.**

- HBG will provide you with an inventory sheet and an Affidavit Certificate form.
- Starting February 1, take inventory of remaining calendars, sign Affidavit Certificate form, and return both sheets to HBG by April 1, 2024.
- Destroy remaining inventory

IMPORTANT title exclusions: Advent Calendars are sold under Stationary terms.

Policies

- All orders are subject to HBG approval.
- All prices are subject to change without notice.
- Promotion material cannot contain an implied HBG endorsement without prior written approval.
- Where necessary, sales tax will be applied unless a photocopy of tax-exempt certificate is supplied.
- Customer is bound to this schedule's terms for 2024 Calendars made during 2023.

Claims

- Claims for calendars not received must be made within 90 days of receipt of the original invoice. Claims made after 90 days will not be honored. Claims for damaged Calendars must be filed within 60 days of receipt of shipment or they will not be honored.

Selected Product

- HBG reserves the right to sell specific products under special terms which will be announced at the appropriate time.

Eligibility

- Available only to customers in the US & Canada who: (1) Purchase all HBG products directly from HBG and not from another supplier and, (2) remain in good standing as determined by HBG Customer Financial Relations.
- These terms are not available for copies sold for resale online, including through consumer-facing third party marketplaces

Ordering constitutes consent to these Terms of Sale. This schedule is subject to change without notice

Any changes to the Terms of Sale require Hachette Book Group's signature.

Dated: 3/31/2023